

Message Text

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ACTION EA-14

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INR-10 L-03 NSAE-00 NSC-10 PA-04 RSC-01 PRS-01 SPC-03

SS-20 USIA-15 ACDA-19 IO-14 AID-20 COME-00 EB-11

FRB-02 TRSE-00 XMB-07 OPIC-12 CIEP-02 LAB-06 SIL-01

OMB-01 NIC-01 STR-08 EUR-25 /222 W

----- 063524

R 230719Z NOV 73

FM AMCONSUL HONG KONG

TO SECSTATE WASHDC 8779

INFO AMEMBASSY TAIPEI

AMEMBASSY TOKYO

USLO PEKING

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E.O. 11652: N/A

TAGS: ETRD CH US

SUBJECT: PHILLIPS TELLS AMCHAM ABOUT NCUSCT VISIT TO PRC

REF: HK 11531

SUMMARY: LOCAL AMCHAM LUNCHEON WAS SCENE OF FIRST PUBLIC REPORT OF NCUSCT DELEGATION'S VISIT TO PRC. AMBASSADOR PHILLIPS, PRESIDENT OF THE COUNCIL, NOTED THAT NATIONAL COUNCIL HAS BEEN ACCEPTED BY PRC AS THE COUNTERPART TO ITS CCPIT AND THEN WENT ON TO OUTLINE THE PRINCIPAL ACCOMPLISHMENTS OF THE COUNCIL'S VISIT AS PER AGREED COMMUNIQUE WITH CCPIT (REFTEL). IN INTRODUCTORY REMARKS, PHILLIPS DISCUSSED THE NATIONAL COUNCIL'S ORIGIN AND CURRENT PROGRAM AND STAFFING PLANS. OF PARTICULAR INTEREST WAS AN ANNOUNCEMENT THAT COUNCIL PLANS SPECIAL EFFORTS TO WORK WITH U.S. IMPORTERS TO BROADEN COUNCIL MEMBERSHIP AND EXPAND U.S. IMPORTS FROM PRC. TO CAPITALIZE ON PRC EXPERTISE AMONG LOCAL U.S. BUSINESSMEN, COUNCIL PLANS TO DEVELOP CLOSE WORKING

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RELATIONSHIP WITH HK AMCHAM. SUMMING UP, PHILLIPS SAID

THERE ARE STILL PROBLEMS FOR THE DEVELOPMENT OF US-PRC TRADE RELATIONS, AND IT WILL TAKE TIME TO RESOLVE THEM. BUT WITH THE NATIONAL COUNCIL'S VISIT AND ITS AGREEMENTS WITH CCPIT, AN ENCOURAGING BEGINNING HAS BEEN MADE. END SUMMARY

1. AMB. PHILLIPS' NOVEMBER 16 APPEARANCE BEFORE THE AMERICAN CHAMBER OF COMMERCE (AMCHAM) IN HONG KONG TO REPORT ON THE NCUSCT'S "HISTORIC" VISIT TO THE PRC WAS AN HISTORIC EVENT ITSELF. FOR THE FIRST TIME OFFICIALS FROM THE BANK OF CHINA (BOC) AND CHINA RESOURCES COMPANY (CRC) ATTENDED AN AMCHAM LUNCHEON. CRC ASSISTANT GENERAL MANAGER MAI WEN-LAN AND BOC SUB-MANAGER (AND HARVARD GRADUATE) SHAN-KWEI FONG WERE SEATED AT THE HEAD TABLE, AND CRC'S YAN CHEN-WEN AND H. T. TANG WERE GUESTS OF JOHN WOLF (CALTEX) AT HIS TABLE.

2. OUTLINING THE HISTORY OF THE NATIONAL COUNCIL, AMB. PHILLIPS SAID IT GREW OUT OF DECISIONS DURING PRESIDENT NIXON'S VISIT TO THE PRC, THE SHANGHAI COMMUNIQUE'S REFERENCE TO BILATERAL TRADE AS AN "AREA FROM WHICH MUTUAL BENEFIT CAN BE DERIVED," AND INFORMAL COMMUNICATIONS AFTERWARD WHICH INDICATED THAT PEKING THOUGHT IT WOULD BE USEFUL TO FORM A PRIVATE ORGANIZATION FOR THIS PURPOSE. THE NATIONAL COUNCIL, SAID PHILLIPS, "IS THAT ORGANIZATION; IT IS ENTIRELY PRIVATE BUT ENJOYS GOVERNMENT SUPPORT. IT HAS BEEN ACCEPTED BY THE CHINESE AS THE COUNTERPART OF CCPIT, AND IT WILL BE THE FOCAL POINT FOR EFFORTS TO FACILITATE AND SUPPORT MUTUALLY BENEFICIAL TRADE." IT WILL TRY TO SPEAK BROADLY FOR THE WHOLE U.S. BUSINESS COMMUNITY. OTHER ORGANIZATIONS MAY CLAIM TO SPEAK FOR U.S. BUSINESS. TO THE EXTENT THEY ARE IN FACT GENUINELY REPRESENTATIVE, THE NATIONAL COUNCIL WELCOMES THEM;(7IT CLAIMS NO MONOPOLY ON WISDOM IN TRADING WITH CHINA. PHILLIPS STATED THAT THE NATIONAL COUNCIL WOULD BE MAKING SPECIAL EFFORTS TO WORK WITH U.S. IMPORTERS OF CHINESE GOODS SINCE MUTUALLY BENEFICIAL TRADE IS THE ONLY WORTHWHILE KIND IN THE LONG PULL. IT IS BELIEVED THAT THIS WILL BE HELPFUL TO THE CHINESE AS WELL AS TO U.S. BUSINESSMEN.

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3. PHILLIPS SAID THE NATIONAL COUNCIL IS BEGINNING TO ENLARGE ITS SMALL COMPETENT STAFF. IT PLANS TO PRODUCE A MONTHLY MAGAZINE, HAS ALREADY PUBLISHED A GUIDE TO THE CANTON TRADE FAIR, PLANS OTHER PAMPHLETS, HAS ORGANIZED A TRANSLATION SERVICE, PLANS A LIST OF CHINESE-SPEAKERS COVERING ALL TECHNICAL FIELDS, AND WILL ISSUE PERIODIC REPORTS TO THE MEMBERSHIP. THE NATIONAL COUNCIL IS COLLECTING REFERENCE MATERIALS FOR A WORKING LIBRARY AND HAS

TALKED WITH THE LOCAL AMCHAM'S CHINA TRADE COMMITTEE ABOUT
WAYS TO POOL AND SHARE INFORMATION.

4. PHILLIPS THEN ANNOUNCED FOR THE FIRST TIME THE
DETAILS OF THE NATIONAL COUNCIL'S AGREEMENT WITH CCPIT.
(HIS DISCUSSION WAS IDENTICAL WITH THE NATIONAL COUNCIL'S
SUBSEQUENT PRESS STATEMENT; FOR TEXT SEE HK 11531).
NOTING THAT CCPIT VICE-"CHAIRMAN LI YUNG-T'ING ACCOMPANIED
THE DELEGATION ON ITS TOUR OF THE PRC, PHILLIPS SAID HIS
PERSONAL AND PRIVATE DISCUSSIONS WITH LI BODE WELL FOR THE
FUTURE. SUMMING UP, PHILLIPS SAID THERE ARE STILL PROB-
LEMS FOR THE DEVELOPMENT OF US-PRC TRADE RELATIONS AND
IT WILL TAKE TIME TO RESOLVE THEM, BUT WITH THE NATIONAL
COUNCIL'S VISIT AND ITS AGREEMENTS WITH CCPIT, AN ENCOURAG-
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